### Clarksburg-Weston WV

Appendix N
EchoStar provides local-into-local

Number of LIL Channels

		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Provides Satellite Local-Into-	Local Service				
	Customer Profile	Botal Sci vice				
[24]	TV HH	111,734	112,851	113,980	115,120	116,271
[25]	Beginning Customers					
[26]	Gross Adds					
[27]	Disconnects					
[28]	Ending Customers		-			
[29]	Average Customers (2 pt avg)					
[30]	Ending Penetration					
[31]	Disconnect Rate					
[32]	Average Gross Adds per Month		_	_	_	_
[33]	Gross Add Rate	-		_		
	LIL Customers					
	LIL Lift (upgrades) from No LIL					
[34]	Total Customers + Lift					
[35]	LIL Beginning Customers	•				
[36]	LIL Gross Adds			•		•
[37]	LIL Disconnects					
[38]	Ending Customers					
[39]	Average Customers (2 pt avg)					
[40]	LIL Penetration					
[41]	Disconnect Rate					
	LIL Sell-in New Customers No LIL					
[42]	Total Customers + Lift					
[43]	LIL Beginning Customers	•				
[44]	LIL Gross Adds	_		_		
[45]	LIL Disconnects					
[46]	Ending Customers					
[47]	Average Customers (2 pt avg)	_				
[48]	LIL Penetration					
[49]	Disconnect Rate					
	LIL Sell-in New Customers Lift from No LIL					
[50]	Total Customers + Lift					
[51]	LIL Beginning Customers	•	_	_		_
[52]	LIL Gross Adds					
[53]	LIL Disconnects	=		_		
[54]	Ending Customers					
[55]	Average Customers (2 pt avg)	_				
[56]	LIL Penetration	_	_	_		
[57]	Disconnect Rate	_		_	_	,
	Total LIL Customers					
[58]	Total Customers + Lift					
[59]	LIL Beginning Customers					
[60]	LIL Gross Adds					
[61]	LIL Disconnects					
[62]	Ending Customers					
	_	<del></del>	<del></del>			
[63]	Average Customers (2 pt avg)					
[64]	LIL Penetration	-			-	
[65]	Disconnect Rate					148

### Clarksburg-Weston WV

EchoStar provides local-into-local Number of LIL Channels

	-	Year 2	Year 3	Year 4	Year 5	Year 6
	Profit & Loss (\$k) - With LIL				-	
	Revenue:					
[66]	Package Revenue					
	LIL Revenue:					
[67]	Existing Cutomers Upgrade					
[68]	Baseline Gross Adds Sell-in	_	_			
[69]	Additional to Baseline Gross Adds					
[70]	Total LIL Revenue					
[71]	Total Revenue					
	Expenses:					
[72]	Programming Costs					
[73]	Bad Debt				_	
[74]	Customer related					
[75]	Total Direct costs					
[76]	Total Direct Margin	_				
[77]	Total Direct Margin %		_			
	SAC Costs with LIL:					
[78]	Standard SAC From No LIL scenario					
[79]	Incremental SAC with LIL					
[80]	Total SAC Costs					
[81]	Backhaul Expenses		_	_	_	_
[82]	Box replacement costs			_		
[83]	Total Expenses:					
[84]	Cash Based OPBDA					
[85]	Cash Based OPBDA %					

Clarksburg-Weston WV

[95] **IRR** 

### Appendix N

**REDACTED - FOR PUBLIC INSPECTION** 

EchoStar provides local-into-local

**Number of LIL Channels** 

5

Year 2 Year 3 Year 4 Year 5 Year 6 [86] Market level capital expenditures-outflow NPV-Based on var from No LIL to With LIL case [87] Cash Flows-With LIL [88] Cash Flows-No LIL [89] Incr/(Decr) from No LIL [90] NPV without Terminal Value [91] **IRR** [92] Terminal Value [93] Cash Flows with Terminal Value [94] NPV with Terminal Value

Yuma AZ

### EchoStar does not and will not provide local-into-local 8

Number of LIL Channels

				•		
		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Does Not Provide Satellite Customer Profile	e Local-Into-Local S	Service			
[1]	TV HH	103,463	104,498	105,543	106,598	107,664
[2]	Beginning Customers					
[3]	Gross Adds				_	
[4]	Disconnects Ending Customers					
[5]						
[6]	Average Customers (2 pt avg)					_
[7]	Ending DIRECTV Market Share Disconnect Rate					
[8]	Disconnect Rate	_				
[9]	Average Gross Adds per Month			_		_
[10]						_
	Profit & Loss (\$k) - No LIL					
r111	Revenue:					
[11] [12]	č					
[13]	Total Revenue					
[13]						
r 1 4 1	Expenses:					
[14]	Programming Costs Bad Debt					
[15] [16]	Customer related					
[17]	Total Direct costs					
-		<u> </u>			<del></del>	
[18]	Total Direct Margin					
[19]	Total Direct Margin %					
[20]	SAC Costs - No LIL					
[21]	Total Expenses:					
[22]	Cash Based OPBDA					
[23]	Cash Based OPBDA %					

Yuma AZ

EchoStar does not and will not provide local-into-local Number of LIL Channels 8

		Number of LIL Channels 8					
		Year 2	Year 3	Year 4	Year 5	Year 6	
	DIRECTV Provides Satellite Local-Into	o-Local Service					
[24]	Customer Profile TV HH	103,463	104,498	105,543	106,598	107,664	
[25]	Beginning Customers	105,405	104,436	103,343	100,396	107,004	
[26]	Gross Adds						
[27]	Disconnects						
[28]	Ending Customers						
[29]	Average Customers (2 pt avg)						
[30]	Ending Penetration						
[31]	Disconnect Rate			_			
[32]	Average Gross Adds per Month						
[33]	Gross Add Rate	_	_		_	_	
[55]	LIL Customers						
	LIL Lift (upgrades) from No LIL						
[34]	Total Customers + Lift						
[35]	LIL Beginning Customers	•					
[36]	LIL Gross Adds			•	•	•	
[37]	LIL Disconnects						
[38]	Ending Customers				_		
[39]	Average Customers (2 pt avg)						
[40]	LIL Penetration		_	_			
[41]	Disconnect Rate			_			
	III Call :- New Contames No III						
[42]	LIL Sell-in New Customers No LIL Total Customers + Lift						
[43]	LIL Beginning Customers		_				
[44]	LIL Gross Adds	<u> </u>				_	
[45]	LIL Disconnects						
[46]	Ending Customers						
[47]	Average Customers (2 pt avg)						
[48]	LIL Penetration						
[49]	Disconnect Rate	_					
	LIL Sell-in New Customers Lift from No LIL						
[50]	Total Customers + Lift						
[51]	LIL Beginning Customers	•	_				
[52]	LIL Gross Adds						
[53]	LIL Disconnects						
[54]	Ending Customers					_	
[55]	Average Customers (2 pt avg)		_				
[56]	LIL Penetration						
[57]	Disconnect Rate				_		
	Total LIL Customers						
[58]	Total Customers + Lift						
[59]	LIL Beginning Customers						
[60]	LIL Gross Adds						
[61]	LIL Disconnects					_	
[62]	Ending Customers						
	-						
[63] [64]	Average Customers (2 pt avg) LIL Penetration						
[65]	Disconnect Rate	_				153	
[00]	5 1040 mar 17mm					152	

Yuma AZ

Appendix N REDACTED - FOR EchoStar does not and will not provide local-into-local **Number of LIL Channels** 

		Year 2	Year 3	Year 4	Year 5	Year 6
	Profit & Loss (\$k) - With LIL					
	Revenue:					
[66]	Package Revenue					
	LIL Revenue:					
[67]	Existing Cutomers Upgrade	_				
[68]	Baseline Gross Adds Sell-in					
[69]	Additional to Baseline Gross Adds					
[70]	Total LIL Revenue					
[71]	Total Revenue					
	Expenses:					
[72]	Programming Costs					
[73]	Bad Debt		-			
[74]	Customer related					
[75]	Total Direct costs					
[76]	Total Direct Margin					
[77]	Total Direct Margin %					
	SAC Costs with LIL:					
[78]						
[79]	Incremental SAC with LIL					
[80]	Total SAC Costs					
[81]	Backhaul Expenses	_	_	-		
[82]	Box replacement costs			_	_	
[83]	Total Expenses:					
[84]	Cash Based OPBDA					
[85]	Cash Based OPBDA %					

Yuma AZ

# Appendix N

**REDACTED - FOR PUBLIC INSPECTION** 

EchoStar does not and will not provide local-into-local

Number of LIL Channels

		Year 2	Year 3	Year 4	Year 5	Year 6
[86]	Market level capital expenditures-outflow					
	NPV-Based on var from No LIL to With LIL cas	se				
[87]	Cash Flows-With LIL					
[88]	Cash Flows-No LIL					
[89]	Incr/(Decr) from No LIL					
[90]	NPV without Terminal Value	-				
[91]	IRR					
[92]	Terminal Value					
[93]	Cash Flows with Terminal Value					
[94]	NPV with Terminal Value					
[95]	IRR					

9

### Missoula MT

Appendix N
EchoStar provides local-into-local Number of LIL Channels

		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Does Not Provide Satellite	Local-Into-Local S	Service			
	Customer Profile					
[1]	TV HH	109,404	110,498	111,603	112,719	113,846
[2]	Beginning Customers					
[3]	Gross Adds					
[4]	Disconnects			-		
[5]	Ending Customers			_		
[6]	Average Customers (2 pt avg)					
[7]	Ending DIRECTV Market Share		-			
[8]	Disconnect Rate			_		_
[ <b>9</b> ]	Average Gross Adds per Month	_	_	_		_
[10]	Gross Add Rate					_
	Profit & Loss (\$k) - No LIL					
	Revenue:					
[11]	_					
[12]	LIL Revenue					
[13]	Total Revenue					
	Expenses:					
[14]	č č					
[15]	Bad Debt					
[16]	Customer related					
[17]	Total Direct costs					
[18]	Total Direct Margin					
[19]	Total Direct Margin %					
[20]	SAC Costs - No LIL					
[21]	Total Expenses:					
[22]	Cash Based OPBDA	_				
[23]	Cash Based OPBDA %					

### Missoula MT

Appendix N
EchoStar provides local-into-local **Number of LIL Channels** 

	<u>-</u>	Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Provides Satellite Local-Into-	Local Service				
	Customer Profile					
[24]	TV HH	109,404	110,498	111,603	112,719	113,846
[25]	Beginning Customers					
[26]	Gross Adds					
[27]	Disconnects					
[28]	Ending Customers					
[29]	Average Customers (2 pt avg)			-		
[30]	Ending Penetration					
[31]	Disconnect Rate	_				
[32]	Average Gross Adds per Month					_
[33]	Gross Add Rate		_	_	_	_
[00]	LIL Customers					
	LIL Lift (upgrades) from No LIL					
[34]	Total Customers + Lift					
[35]	LIL Beginning Customers	•				
[36]	LIL Gross Adds			•	•	•
[37]	LIL Disconnects					_
[38]	Ending Customers					
[39]	Average Customers (2 pt avg)					
[40]	LIL Penetration		_			
[41]	Disconnect Rate				_	_
	LIL Sell-in New Customers No LIL					
[42]	Total Customers + Lift					
[43]	LIL Beginning Customers	•				
[44]	LIL Gross Adds	_		_		
[45]	LIL Disconnects					
[46]	Ending Customers	_		_		_
[47]	Average Customers (2 pt avg)					_
[48]	LIL Penetration	_				
[49]	Disconnect Rate			-	_	
	LIL Sell-in New Customers Lift from No LIL					
[50]	Total Customers + Lift					
[51]	LIL Beginning Customers	•				
[52]	LIL Gross Adds			_		
[53]	LIL Disconnects					
[54]	Ending Customers					
[55]	Average Customers (2 pt avg)		_			
[56]	LIL Penetration					
[57]	Disconnect Rate	-	_	-		
	Total LIL Customers					
[58]	Total Customers + Lift					
[59]	LIL Beginning Customers	•				
[60]	LIL Gross Adds	_				
[61]	LIL Disconnects	_			_	
[62]	Ending Customers					
	-					
[63]	Average Customers (2 pt avg)					
[64] [65]	LIL Penetration Disconnect Rate					
լայ	Disconnect vate					156

Missoula MT

# Appendix N EchoStar provides local-into-local

**Number of LIL Channels** 

	<del>-</del>	Year 2	Year 3	Year 4	Year 5	Year 6
	Profit & Loss (\$k) - With LIL				<u> </u>	
-	Revenue:					
[66] Pa	ackage Revenue					
I	LIL Revenue:					
[67] E	xisting Cutomers Upgrade					
[68] B	aseline Gross Adds Sell-in					
[69] A	dditional to Baseline Gross Adds					
[70] T	Total LIL Revenue					
[71]	Total Revenue					
F	Expenses:					
[72] Pi	rogramming Costs					
[73] B	ad Debt					_
[74] C	Customer related					
[75]	Total Direct costs	-				
	Гotal Direct Margin					
[77] ]	Total Direct Margin %					
	SAC Costs with LIL:					
	tandard SAC From No LIL scenario					
	ncremental SAC with LIL					
[80]	Total SAC Costs					
[81] <b>I</b>	Backhaul Expenses			_		_
[82] <b>I</b>	Box replacement costs			-		<b>=</b> 0
	Total Expenses:					
	Cash Based OPBDA					
[85]	Cash Based OPBDA %					

Appendix N Missoula MT

REDACTED - FOR PUBLIC INSPECTION

EchoStar provides local-into-local

**Number of LIL Channels** 

9

Year 3 Year 2 Year 4 Year 5 Year 6

•	• •	<u></u>
	NDV Dasad on you from No I II to With I II as	A.C.o.

NPV-Based on var from No LIL to With LIL case

[87] Cash Flows-With LIL

[86] Market level capital expenditures-outflow

- [88] Cash Flows-No LIL
- [89] Incr/(Decr) from No LIL
- [90] NPV without Terminal Value
- [91] IRR
- [92] Terminal Value
- [93] Cash Flows with Terminal Value
- [94] NPV with Terminal Value
- [95] IRR

Utica NY

Appendix N REDACTED - FOR EchoStar does not and will not provide local-into-local Number of LIL Channels 5

		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Does Not Provide Satellite	Local-Into-Local S	Service			
[1]	Customer Profile TV HH	109,114	110,205	111,307	112,420	113,544
[2]	Beginning Customers	109,114	110,203	111,507	112,420	113,344
[3]	Gross Adds					
[4]	Disconnects			_		
[5]	Ending Customers			-		
[6]	Average Customers (2 pt avg)					
[7]	Ending DIRECTV Market Share					
[8]	Disconnect Rate					
[9]	Average Gross Adds per Month			_	_	_
[10]	Gross Add Rate			·		
	Profit & Loss (\$k) - No LIL					
	Revenue:					
[11]	Base Package Revenue					
[12]	LIL Revenue				•	
[13]	Total Revenue					
	Expenses:					
[14]	Programming Costs					
[15]	Bad Debt					
[16]	Customer related					
[17]	Total Direct costs				_	
[18]	Total Direct Margin		_			
[19]	Total Direct Margin %					
[20]	SAC Costs - No LIL					
[21]	Total Expenses:					
[22]	Cash Based OPBDA					
[23]	Cash Based OPBDA %					

**Utica NY** 

EchoStar does not and will not provide local-into-local

Number of LIL Channels

		Year 2	Year 3		Year 5	Year 6
	DIRECTV Provides Satellite Local-Into	-Local Service				
50.43	Customer Profile	400.44				
[24]	TV HH	109,114	110,205	111,307	112,420	113,544
[25]	Beginning Customers					
[26]	Gross Adds					
[27]	Disconnects					
[28]	Ending Customers					,
[29]	Average Customers (2 pt avg)					
[30]	Ending Penetration					_
[31]	Disconnect Rate		-			
[32]	Average Gross Adds per Month		_			
[33]	Gross Add Rate				_	_
	LIL Customers					
	LIL Lift (upgrades) from No LIL					
[34]	Total Customers + Lift					
[35]	LIL Beginning Customers	•				
[36]	LIL Gross Adds			•	•	•
[37]	LIL Disconnects					
[38]	Ending Customers	_				
[39]	Average Customers (2 pt avg)					
[40]	LIL Penetration					
[41]	Disconnect Rate			_		
	LIL Sell-in New Customers No LIL					
[42]	Total Customers + Lift					
[43]	LIL Beginning Customers	•				
[44]	LIL Gross Adds					
[45]	LIL Disconnects					
[46]	Ending Customers					<del></del>
[47]	Average Customers (2 pt avg)	_			_	
[48]	LIL Penetration					
[49]	Disconnect Rate	_				
	LIL Sell-in New Customers Lift from No LIL					
[50]	Total Customers + Lift					
[51]	LIL Beginning Customers	•				
[52]	LIL Gross Adds					
[53]	LIL Disconnects				<del></del> _	
[54]	Ending Customers	_				
[55]	Average Customers (2 pt avg)	_	_			
[56]	LIL Penetration					
[57]	Disconnect Rate					
	Total LIL Customers					
[58]	Total Customers + Lift					
[59]	LIL Beginning Customers	•				
[60]	LIL Gross Adds		_		_	
[61]	LIL Disconnects					
[62]	Ending Customers					
[63]	Average Customers (2 pt avg)					
[64]	LIL Penetration					
[65]	Disconnect Rate			_		160

Utica NY

EchoStar does not and will not provide local-into-local

Number of LIL Channels

		Year 2	Year 3	Year 4	Year 5	Year 6
	Profit & Loss (\$k) - With LIL	·				
	Revenue:					
[66]	Package Revenue					_
	LIL Revenue:					
[67]	Existing Cutomers Upgrade					
[68]	Baseline Gross Adds Sell-in		_	_		
[69]	Additional to Baseline Gross Adds	-				
[70]	Total LIL Revenue					
[71]	Total Revenue					
	Expenses:					
[72]	Programming Costs					
[73]	Bad Debt					
[74]	Customer related					
[75]	Total Direct costs					
[76]	Total Direct Margin					
[77]	Total Direct Margin %			_		
	SAC Costs with LIL:					
[78]						
[79]						
[80]	Total SAC Costs					
[81]	Backhaul Expenses			_		_
[82]	Box replacement costs			-		
[83]	Total Expenses:					
[84]					-	
[85]	Cash Based OPBDA %					

Utica NY

### Appendix N

**REDACTED - FOR PUBLIC INSPECTION** 

EchoStar does not and will not provide local-into-local

Number of LIL Channels

	<del></del>	Year 2	Year 3	Year 4	Year 5	Year 6
[86]	Market level capital expenditures-outflow					
	NPV-Based on var from No LIL to With LIL case					
[87]	Cash Flows-With LIL					
[88]	Cash Flows-No LIL					
[89]	Incr/(Decr) from No LIL					
[90]	NPV without Terminal Value					
[91]	IRR					
[92]	Terminal Value					
[93]	Cash Flows with Terminal Value					
[94]	NPV with Terminal Value					
[95]	IRR					

6

Billings MT

Appendix N
EchoStar provides local-into-local **Number of LIL Channels** 

		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Does Not Provide Satellite	Local-Into-Local S	Service			
	Customer Profile					
[1]	TV HH	105,464	106,519	107,584	108,660	109,746
[2]	Beginning Customers					
[3]	Gross Adds	_				
[4]	Disconnects					
[5]	Ending Customers					
[6]	Average Customers (2 pt avg)					
[7]	Ending DIRECTV Market Share					
[8]	Disconnect Rate	_	_			_
[9]	Average Gross Adds per Month	_		_	_	
[10]	Gross Add Rate				_	
•	Profit & Loss (\$k) - No LIL					
	Revenue:					
[11]	Base Package Revenue					
[12]	LIL Revenue			•		
[13]	Total Revenue					
	Expenses:					
[14]	Programming Costs					
[15]	Bad Debt			_		_
[16]	Customer related	<u></u>		_		
[17]	Total Direct costs					
[18]	Total Direct Margin					
[19]	Total Direct Margin %					
[20]	SAC Costs - No LIL					
[21]	Total Expenses:					
[22]	Cash Based OPBDA					
[23]	Cash Based OPBDA %					

**Billings MT** 

EchoStar provides local-into-local Number of LIL Channels

	Number of LIL Channels 6					
		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Provides Satellite Local-Inte	o-Local Service				
[24]	TV HH	105,464	106,519	107,584	108,660	109,746
[25]	Beginning Customers					
[26]	Gross Adds				_	_
[27]	Disconnects					
[28]	Ending Customers					
[29]	Average Customers (2 pt avg)					
[30]	Ending Penetration Disconnect Rate					
[31]		_				
[32]	Average Gross Adds per Month	_		_	_	_
[33]	Gross Add Rate LIL Customers					
	LIL Lift (upgrades) from No LIL					
[34]	Total Customers + Lift					
[35]	LIL Beginning Customers					
[36]	LIL Gross Adds	_	-	•	•	•
[37]	LIL Disconnects					
[38]	Ending Customers					
[39]	Average Customers (2 pt avg)					
[40]	LIL Penetration			_		
[41]	Disconnect Rate					_
	LIL Sell-in New Customers No LIL					
[42]	Total Customers + Lift					
[43]	LIL Beginning Customers	<u> </u>				
[44]	LIL Gross Adds			_	_	
[45]	LIL Disconnects					
[46]	Ending Customers					
[47]	Average Customers (2 pt avg)	_			_	
[48]	LIL Penetration					
[49]	Disconnect Rate					
[50]	LIL Sell-in New Customers Lift from No LIL Total Customers + Lift	_				
[51]	LIL Beginning Customers					
[52]	LIL Gross Adds	_	_	_	_	_
[53]	LIL Disconnects	=	_		_	_
[54]	Ending Customers	-		_		
[55]	Average Customers (2 pt avg)	_	_			
[56]	LIL Penetration	_				
[57]	Disconnect Rate					
	Total III Customers					
[58]	Total LIL Customers Total Customers + Lift					
[59]	LIL Beginning Customers	- <del></del>				
[60]	LIL Gross Adds	_				
[61]	LIL Disconnects					
[62]	Ending Customers	-				
[63]	Average Customers (2 pt avg)					
[64]	LIL Penetration					
[65]	Disconnect Rate				-	164
						201

**Billings MT** 

EchoStar provides local-into-local

**Number of LIL Channels** 

		Year 2	Year 3	Year 4	Year 5	Year 6
	Profit & Loss (\$k) - With LIL	_				
	Revenue:					
[66]	Package Revenue					
	LIL Revenue:					
[67]	Existing Cutomers Upgrade			_		
[68]	Baseline Gross Adds Sell-in		_			
[69]	Additional to Baseline Gross Adds		_		_	
[70]	Total LIL Revenue					
[71]	Total Revenue					
	Expenses:					
[72]	Programming Costs					
[73]	Bad Debt					
[74]	Customer related					
[75]	Total Direct costs					
[76]	Total Direct Margin					
[77]	Total Direct Margin %					
	SAC Costs with LIL:					
[78]	Standard SAC From No LIL scenario					
	Incremental SAC with LIL					
[80]	Total SAC Costs					
[81]	Backhaul Expenses	_		_		
[82]	Box replacement costs			_	-	_
[83]	Total Expenses:					
[84]	Cash Based OPBDA					
[85]	Cash Based OPBDA %					

**Billings MT** 

# Appendix N

**REDACTED - FOR PUBLIC INSPECTION** 

EchoStar provides local-into-local

**Number of LIL Channels** 

		Year 2	Year 3	Year 4	Year 5	Year 6
[86]	Market level capital expenditures-outflow					
	NPV-Based on var from No LIL to With LIL co	ase				
[87]	Cash Flows-With LIL			_		
[88]	Cash Flows-No LIL					
[89]	Incr/(Decr) from No LIL					
[90]	NPV without Terminal Value					
[91]	IRR					
[92]	Terminal Value					
[93]	Cash Flows with Terminal Value		_			
[94]	NPV with Terminal Value					
[95]	IRR					

### Quincy IL-Hannibal MO-Keokuk IA

Appendix N
EchoStar provides local-into-local Number of LIL Channels

		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Does Not Provide Satellite I	Local-Into-Local S	Service			
	Customer Profile					
[1]	TV HH	104,441	105,485	106,540	107,606	108,682
[2]	Beginning Customers		_			
[3]	Gross Adds					
[4]	Disconnects					
[5]	Ending Customers	_				
[6]	Average Customers (2 pt avg)					
[7]	Ending DIRECTV Market Share	_				
[8]	Disconnect Rate					
[ <b>9</b> ]	Average Gross Adds per Month		-			_
[10]	Gross Add Rate					_
	Profit & Loss (\$k) - No LIL					
	Revenue:					
[11]	•					
[12]	LIL Revenue				•	
[13]	Total Revenue					
	Expenses:					
[14]	Programming Costs					
[15]	Bad Debt					
[16]	Customer related					
[17]	Total Direct costs					
[18]	Total Direct Margin					
[19]	Total Direct Margin %					
[20]	SAC Costs - No LIL	_	_	_		_
[21]	Total Expenses:					
[22]	Cash Based OPBDA					
[23]	Cash Based OPBDA %					

### Quincy IL-Hannibal MO-Keokuk IA

[65] Disconnect Rate

EchoStar provides local-into-local

Number of LIL Channels Year 2 Year 3 Year 4 Year 5 Year 6 **DIRECTV Provides Satellite Local-Into-Local Service** Customer Profile [24] TV HH 104.441 105,485 106,540 107,606 108.682 [25] **Beginning Customers** [26] Gross Adds [27] Disconnects [28] **Ending Customers** [29] Average Customers (2 pt avg) [30] **Ending Penetration** [31] Disconnect Rate [32] Average Gross Adds per Month [33] Gross Add Rate LIL Customers LIL Lift (upgrades) from No LIL [34] Total Customers + Lift [35] LIL Beginning Customers [36] LIL Gross Adds [37] LIL Disconnects [38] **Ending Customers** Average Customers (2 pt avg) [40] LIL Penetration [41] Disconnect Rate LIL Sell-in New Customers No LIL [42] Total Customers + Lift [43] LlL Beginning Customers [44] LIL Gross Adds [45] LIL Disconnects [46] Ending Customers Average Customers (2 pt avg) [48] LIL Penetration [49] Disconnect Rate LIL Sell-in New Customers Lift from No LIL [50] Total Customers + Lift [51] LIL Beginning Customers [52] LlL Gross Adds [53] LIL Disconnects [54] **Ending Customers** [55] Average Customers (2 pt avg) [56] LIL Penetration [57] Disconnect Rate **Total LIL Customers** [58] Total Customers + Lift [59] LIL Beginning Customers [60] LlL Gross Adds [61] LIL Disconnects [62] Ending Customers [63] Average Customers (2 pt avg) [64] LIL Penetration

### Quincy IL-Hannibal MO-Keokuk IA

Revenue:

[71]

[75] [76]

[77]

[80]

[82]

[83]

[84]

[85]

**Total Expenses:** Cash Based OPBDA

Cash Based OPBDA %

[73] Bad Debt

### EchoStar provides local-into-local Number of LIL Channels

6 Year 2 Year 3 Year 4 Year 5 Year 6 Profit & Loss (\$k) - With LIL [66] Package Revenue LIL Revenue: [67] Existing Cutomers Upgrade [68] Baseline Gross Adds Sell-in [69] Additional to Baseline Gross Adds [70] Total LIL Revenue **Total Revenue Expenses:** [72] Programming Costs [74] Customer related Total Direct costs Total Direct Margin Total Direct Margin % **SAC Costs with LIL:** [78] Standard SAC From No LIL scenario [79] Incremental SAC with LJL **Total SAC Costs** [81] Backhaul Expenses Box replacement costs

Quincy IL-Hannibal MO-Keokuk IA

[95] IRR

# Appendix N

**REDACTED - FOR PUBLIC INSPECTION** 

EchoStar provides local-into-local

Number of LIL Channels

	-	Year 2	Year 3	Year 4	Year 5	Year 6
[86]	Market level capital expenditures-outflow					
	NPV-Based on var from No LIL to With LIL case	e				
[87]	Cash Flows-With LIL			_		
[88]	Cash Flows-No LIL					
[89]	Incr/(Decr) from No LIL					
[90]	NPV without Terminal Value					
[91]	IRR					
[92]	Terminal Value					
[93]	Cash Flows with Terminal Value					
[94]	NPV with Terminal Value					

### Elmira NY

Appendix N REDACTED - FOR EchoStar does not and will not provide local-into-local Number of LIL Channels

		Year 2	Year 3	Year 4	Year 5	Year 6
	DIRECTV Does Not Provide Satellite I	Local-Into-Local S	Service			
	Customer Profile					
[1]	TV HH	97,743	98,720	99,708	100,705	101,712
[2]	Beginning Customers					
[3]	Gross Adds					
[4]	Disconnects	_				
[5]	Ending Customers					
[6]	Average Customers (2 pt avg)					-
[7]	Ending DIRECTV Market Share					
[8]	Disconnect Rate					
[ <b>9</b> ]	Average Gross Adds per Month	_		_	-	_
[10]	Gross Add Rate					
	Profit & Loss (\$k) - No LIL					
	Revenue:					
[11]						
[12]			<u> </u>	<u> </u>	<u> </u>	
[13]	Total Revenue					
	Expenses:					
[14]	Programming Costs					
[15]						
[16]	Customer related					
[17]	Total Direct costs					
[18]	Total Direct Margin					
[19]	Total Direct Margin %					
[20]	SAC Costs - No LIL					
[21]	Total Expenses:			_		
[22]	Cash Based OPBDA					
[23]	Cash Based OPBDA %		_			

Elmira NY

EchoStar does not and will not provide local-into-local Number of LIL Channels 5

				_		
		Year 2	Year 3	Year 4	Year 5	<b>Уеаг</b> 6
	DIRECTV Provides Satellite Local-Into	-Local Service				
[24]	Customer Profile TV HH	97,743	09.720	00.708	100.705	101.712
[24]	Beginning Customers	91,143	98,720	99,708	100,705	101,712
[26]	Gross Adds					
[27]	Disconnects					
[28]	Ending Customers	-				
[29]	Average Customers (2 pt avg)					
[30]	Ending Penetration					
[31]	Disconnect Rate	_			_	_
[32]	Average Gross Adds per Month	_			_	_
[33]	Gross Add Rate				_	
	LIL Customers					
	LIL Lift (upgrades) from No LIL					
[34]	Total Customers + Lift					
[35] [36]	LIL Beginning Customers LIL Gross Adds			<del></del>		_
[37]	LIL Gloss Adds LIL Disconnects	_	_	<u>-</u>	<u>-</u>	<u>-</u>
[38]	Ending Customers					
[39]	Average Customers (2 pt avg)					
[40]	LIL Penetration					
[41]	Disconnect Rate	_				
	LIL Sell-in New Customers No LIL					
[42]	Total Customers + Lift	_				
[43] [44]	LIL Beginning Customers LIL Gross Adds	<u> </u>				
[45]	LIL Disconnects					
[46]	Ending Customers					
[47]	Average Customers (2 pt avg)					
[48]	LIL Penetration					
[49]	Disconnect Rate					_
. ,	LIL Sell-in New Customers Lift from No LIL					
[50]	Total Customers + Lift			_		
[51]	LIL Beginning Customers	•	_			
[52]	LIL Gross Adds					
[53]	LIL Disconnects					
[54]	Ending Customers	_				
[55]	Average Customers (2 pt avg)					
[56]	LIL Penetration					
[57]	Disconnect Rate					
	Total LIL Customers					
[58]	Total Customers + Lift					
[59]	LIL Beginning Customers					
[60]	LIL Gross Adds	_				
[61]	LIL Disconnects					
[62]	Ending Customers					
[63]	Average Customers (2 pt avg)					
[64]	LIL Penetration					
[65]	Disconnect Rate					172
						A 1 &

Elmira NY

### EchoStar does not and will not provide local-into-local

Number of LIL Channels

					_	
		Year 2	Year 3	Үеаг 4	Year 5	Year 6
	Profit & Loss (\$k) - With LIL					
	Revenue:					
[66]	Package Revenue		_			
	LIL Revenue:					
[67]	Existing Cutomers Upgrade			_		
[68]	Baseline Gross Adds Sell-in					
[69]	Additional to Baseline Gross Adds					
[70]	Total L1L Revenue					
[71]	Total Revenue					
	Expenses:					
[72]						
[73]	· · · · · · · · · · · · · · · · · · ·					
[74]	Customer related					
[75]	Total Direct costs					
[76]	Total Direct Margin					
[77]	Total Direct Margin %					_
	SAC Costs with LIL:					
[78]	Standard SAC From No LIL scenario					
[79]	Incremental SAC with LIL					
[80]	Total SAC Costs					
[8]]	Backhaul Expenses		_	_		_
[82]	Box replacement costs				_	_
[83]	Total Expenses:			_		
[84]						
[85]	Cash Based OPBDA %					